

PRODUCERS' QUESTIONNAIRE

UREA AMMONIUM NITRATE SOLUTION FROM BELARUS, LITHUANIA, RUSSIA, AND UKRAINE

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than May 6, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning urea ammonium nitrate solution ("UAN") from Belarus, Lithuania, Russia, and Ukraine (invs. Nos. 731-TA-1006-1009 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced UAN (as defined in the instruction booklet) at any time since January 1, 1999?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in these investigations is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of UAN?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce UAN?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of UAN?

☐ No ☐ Yes--Name firm: _____

II-7. Does your firm produce UAN in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-8. Since January 1, 1999, has your firm imported UAN?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of UAN in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Quantities reported are to be based on a 32 percent nitrogen content basis.**

<i>(Quantity in short tons, value in \$1,000)</i>							
Item	Calendar years			January-June		July-December	
	1999	2000	2001	2000	2001	2000	2001
AVERAGE PRODUCTION CAPACITY (<i>quantity</i>)							
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)							
PRODUCTION (<i>quantity</i>)							
U.S. SHIPMENTS:							
Commercial shipments:							
Quantity of commercial shipments							
Value of commercial shipments							
Internal consumption:							
Quantity of internal consumption							
Value ¹ of internal consumption							
Transfers to related firms:							
Quantity of transfers to related firms							
Value ¹ of transfers to related firms							
EXPORT SHIPMENTS:²							
Quantity of export shipments							
Value of export shipments							
END-OF-PERIOD INVENTORIES³ (<i>quantity</i>)							
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)							
U.S. SHIPMENTS TO RETAILERS (<i>quantity</i>)							
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)							
AVERAGE NUMBER OF PRWs							
HOURS WORKED BY PRWs (<i>1,000 hours</i>)							
WAGES PAID TO PRWs (<i>value</i>)							
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998, 1999, and 2000 below:							
² Identify your principal export markets: _____							
³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-11. Other than direct imports, has your firm otherwise purchased UAN since January 1, 1999? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in short tons, value in \$1,000)			
Item	Calendar years		
	1999	2000	2001
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--			
BELARUS:			
Quantity			
Value			
LITHUANIA:			
Quantity			
Value			
UKRAINE:			
Quantity			
Value			
RUSSIA:			
Quantity			
Value			
ALL OTHER COUNTRIES:			
Quantity			
Value			
PURCHASES FROM DOMESTIC PRODUCERS:²			
Quantity			
Value			
PURCHASES FROM OTHER SOURCES:²			
Quantity			
Value			
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.			
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.			

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. In the table below, please indicate the quantity in short tons of your U.S. shipments of each concentration of UAN represented for each calendar year.

UAN concentration	Calendar years		
	1999	2000	2001
Quantity (<i>short tons</i>)			
28 percent nitrogen			
30 percent nitrogen			
32 percent nitrogen			
Other			
Total			

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title _____

 Phone No. _____ E-mail address _____

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of the investigation? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on UAN operations which indicate the cost of production of UAN.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of UAN.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced UAN, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

III-6. Operations on UAN.--Report the revenue and related cost information requested below on the UAN operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms **must be valued at fair market value** and purchases from related firms **must be at cost**. **Please provide details of any non-recurring or extraordinary item included in data.** Provide data on a **calendar year** basis in chronological order from left to right, and for the specified interim periods.

(Quantity in short tons, value in \$1,000)							
Item	Calendar years			January-June		July-December	
	1999	2000	2001	2000	2001	2000	2001
Net sales quantities:²							
Commercial sales							
Internal consumption							
Transfers to related firms							
Total net sales quantities							
Net sales values:²							
Commercial sales							
Internal consumption							
Transfers to related firm							
Total net sales values							
Cost of goods sold (including internal consumption and transfers to related firms):							
Natural gas							
Electricity							
Other raw materials							
Direct labor							
Other factory costs							
Total cost of goods sold							
Gross profit or (loss)							
Selling, general, and administrative (SG&A) expenses:							
Selling expenses							
General and administrative expenses							
Total SG&A expenses							
Operating income or (loss)							
Other income and expenses:							
Interest expense							
All other expense items							
All other income items							
All other income or expenses, net							
Net income or (loss) before income taxes							
Depreciation/amortization included above							

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-9. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on UAN, and the values of the property, plant, and equipment used in the production of UAN. Provide data on a calendar year basis in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)			
Item	Calendar years		
	1999	2000	2001
Capital expenditures			
Research and development expenditures			
Property, plant, and equipment:			
Original cost			
Book value			

III-10. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of UAN from Belarus, Lithuania, Russia, or Ukraine?

☐ No

☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

III-11. Does your firm anticipate any negative impact of imports of UAN from Belarus, Lithuania, Russia, or Ukraine?

☐ No

☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244) or e-mail: gbenedick@usitc.gov

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title Phone No.

Section IV-A.--PRICE DATA

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. shipments of the specified U.S.-produced UAN products (described below) on a monthly basis during January 2000-March 2002. Report the shipment value and quantity data separately for (1) total sales shipments (f.o.b. basis) from all your U.S. selling locations combined, and (2) sales shipments (f.o.b. basis) from any facilities of your firm in each of the specified cities or their proximate locations; report sales shipments only to those U.S. customers (distributors and dealers) unrelated to your firm. **Report the shipment value and quantity data net of returns, discounts, rebates, netbacks, and any U.S. freight to the customers' receiving points that was absorbed by your firm.**

Product 1.—Urea Ammonium Nitrate (UAN) in a solution of 32 percent nitrogen concentration.

Product 2.—Urea Ammonium Nitrate (UAN) in a solution of 28 percent nitrogen concentration.

Copy, as necessary, the table on the following page to reported separately for each UAN product and U.S. location specified at the top of the table for the periods requested.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified UAN product and U.S. location (check one box in each category for each page) for the specified periods requested.

Product 1 " Product 2 "

Location from which shipments were made:¹ All U.S. locations combined "

Baltimore, MD " Brunswick, GA " Corpus Christi, TX "

New Orleans, LA " San Francisco, CA "

(Quantity in short tons, value in dollars)					
Date of shipment	Quantity	U.S. F.O.B. Value ¹	Date of shipment	Quantity	U.S. F.O.B. Value ¹
2000:			2001:		
January			January		
February			February		
March			March		
April			April		
May			May		
June			June		
July			July		
August			August		
September			September		
October			October		
November			November		
December			December		
			2002:		
			January		
			February		
			March		
¹ Net f.o.b. your U.S. plant, warehouse, or other shipping facility of your firm in or near the specified locations.					

¹ Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city.

Note: All reporting firms should report for each specified product they produced in the United States their total shipments from all U.S. locations combined and then as applicable from the specific city locations.

For each specified U.S. location, please report (1) the mode(s) of transportation your firm used to ship its UAN from your U.S. plant(s) to its selling facility(ies) in the specified location, and (2) the average cost over the full period reported of this U.S. transportation as a percent of your reported f.o.b. selling prices (from the facility(ies) in the specified location).

PART IV.--PRICING AND MARKET FACTORS--Continued

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total sales of its U.S.-produced UAN during 1999-2001. Please explain any distinctions if your responses differ by sales to different types of U.S. customers, by types of UAN (different concentrations), and by modes of transportation. When responses involve discussion of the subject imported products, please note the specific subject country(ies) and, if applicable, the specific imported products, that you refer to. and explain in the margin if your responses differ by the subject country of origin and/or by the subject imported product. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

Section IV-B.--PRICING PRACTICES

- IV-B-1. Please report below your firm's total U.S. sales quantity (in short tons) of its U.S.-produced UAN during 2001 that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement).

Long-term contracts		
Short-term contracts		
Spot sales		

- IV-B-2. a) Please discuss the following provisions of your U.S. sales on a typical long-term contract basis that involved your U.S.-produced UAN.

What is the average duration of a contract? _____

How frequently are contracts renegotiated? _____

Does the contract fix quantity, price, or both? _____

Does the contract have a meet or release provision? _____

What are the standard quantity requirements, if any? _____

What is the price premium for sub-minimum shipments? ____ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical long-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

1. _____

2. _____

3. _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICING PRACTICES--Continued

- IV-B-2. b) Please discuss your three largest long-term contracts with U.S. customers for your U.S.-produced UAN, identifying the customer, the time period of each contract (beginning and ending delivery dates), the approximate total volume of UAN delivered under each contract, the specific UAN products, and the price provisions of each contract.

1. _____

2. _____

3. _____

- IV-B-3. Please discuss the following provisions of your U.S. sales on a typical short-term contract basis that involved your U.S.-produced UAN.

What is the average duration of a contract? _____

How frequently are contracts renegotiated? _____

Does the contract fix quantity, price, or both? _____

Does the contract have a meet or release provision? _____

What are the standard quantity requirements, if any? _____

What is the price premium for sub-minimum shipments? ____ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical short-term contract sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

1. _____
2. _____
3. _____

- IV-B-4. Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers in arriving at a price for a typical spot sale. If your firm uses/issues price lists, please enclose a copy of your most recent price list with your submission.

1. _____
2. _____
3. _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICING PRACTICES--Continued

IV-B-5. What are your firm's typical sales terms for its U.S.-produced UAN shipped to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)

_____?

IV-B-6. a) On what basis does your firm typically quote prices of its U.S.-produced UAN to its U.S. customers: f.o.b. plant/warehouse/terminal ____ or delivered ____? (Check one)

b) If f.o.b., do your customers typically arrange the freight ____ or does your firm arrange the freight ____? (Check one)

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight ____ or send the products freight collect ____? (Check one)

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes ____ No ____? (Check one)

If yes--

Please indicate the sales volume (tons or value in dollars) or other requirement(s) that must be met for your firm to absorb U.S. shipping charges for delivery to your customers' facilities.

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its domestically produced UAN products during 1999 and 2001.

1999: _____ 2001: _____

IV-B-7. a) Please describe your firm's discount policy (quantity discounts, annual total volume (quantity or value) based discounts, etc.) or, in the absence of a formal policy, your firm's discount practices on U.S. sales of its domestically produced UAN. Do not include any payment discount covered in question IV-B-5.

b) Please report below the total value of discounts that your firm granted to its U.S. customers of its domestically produced UAN during 1999 and 2001.

1999: _____ 2001: _____

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-C.--FACTORS AFFECTING PRICING**

- IV-C-1. Please discuss below how your firm's selling prices may differ by type of customer (e.g., distributor versus dealer) and by type of sale (e.g., long-term contracts, short-term contracts, and spot sales).

Type of customer: _____

Type of sale: _____

- IV-C-2. a) Approximate the percentage of your firm's average total production cost per short ton of its U.S.-produced UAN that was accounted for by each of your top three inputs (consider inputs such as, but not necessarily limited to, natural gas, ammonia (if purchased), labor, electricity, etc.) during January 1999-March 2002. List below in descending order each input with its percentage total-cost share and identify the principal countries of origin of each material input that was listed as an input.

Input (1):	_____	Percent of total cost:	_____
Input (2):	_____	Percent of total cost:	_____
Input (3):	_____	Percent of total cost:	_____
Country(ies) of origin of each material input listed above:			

- b) Have your firm's purchase prices for each of its top 3 inputs used to produce the UAN in the United States generally increased, decreased, fluctuated, or remained stable during 1999-2001? Please also discuss trends in your firm's total unit production costs during this period.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--FACTORS AFFECTING PRICING--Continued

IV-C-2. c) Please indicate below how any changes in your total unit production costs affected your firm's production quantities and U.S. selling prices of its U.S.-produced UAN during 1999- 2001.

IV-C-3. a) Approximately what share of the quantity (tons) of your firm's domestic shipments of its U.S.-produced UAN occurred within the distances specified below during 1999-2001? Also, for each distance category, approximately what percent of the total delivered prices of these products to your U.S. customers is accounted for by U.S.-inland transportation costs and what is the typical transportation mode (truck-T, air-A, or rail-R)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your plant/warehouse	____%	____%	____
100 to 500 miles from your plant/warehouse	____%	____%	____
Over 500 miles from your plant/warehouse	____%	____%	____
TOTAL	100 %		

b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm vis-a-vis other U.S. producers or U.S. importers of the subject or non-subject imported UAN? Yes ____ No ____ (Check one) If yes, please discuss the extent of the disadvantage, the geographic area(s) involved, and identify any such firms and the country(ies) of origin of the UAN they sell.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--FACTORS AFFECTING PRICING--Continued

- IV-C-3. c) What is the geographic market area in the United States served by your firm's U.S.-produced UAN? Note any changes in market area since January 1999.

- IV-C-4. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its U.S.-produced UAN from its production and, if applicable, from its U.S. inventory?

Shipments from production _____

Shipments from inventory _____

- b) Have average lead times changed since January 1999? Yes ____ No ____ (Check one) If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with the subject imported UAN.

- IV-C-5. Does your firm sell its U.S.-produced UAN over the internet?

G No **G** Yes

If yes—

Please report the quantity (in short tons) of your firm's total U.S. sales of its U.S.-produced UAN during 1999-2001 that were accounted for by internet sales. Also explain the impact such sales have had on your U.S. selling prices and quantities during this period.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--SUPPLY FACTORS

IV-D-1. List below the top three factors your firm considers when assessing the quality characteristics of its U.S.-produced UAN. In addition, discuss below how these quality characteristics affect pricing and your ability to compete with the subject imported UAN.

1. _____

2. _____

3. _____

Discussion: _____

IV-D-2. Have there been any significant changes in the product range or marketing of UAN in the United States since January 1999?

G No

G

Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on U.S. sales prices and quantities of your U.S.-produced UAN.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--SUPPLY FACTORS--Continued

IV-D-3. Are there certain UAN products imported from the subject countries that domestic producers do not produce? Yes ____ No ____ If yes, identify these products and explain why your firm does not produce such products domestically and identify the use(s) and potential market (in expected annual U.S. consumption in short tons) for such products. Also, identify any UAN products that your firm produces, although not identically the same, that nonetheless compete with such imported products.

IV-D-4. Are your firm's exports of its U.S.-produced UAN subject to any tariffs, quotas, or other non-tariff barriers to trade in other countries?

G No

G Yes--Please describe any such barriers and any significant changes in such barriers that have occurred since January 1999, by country and, if applicable, by type of UAN product.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--SUPPLY FACTORS--Continued

- IV-D-5. Describe how easily your firm can shift sales of its U.S.-produced UAN between the U.S. market and foreign country markets. In your discussion, please describe any long-term contracts, other sales arrangements, or other constraints (including reference to any foreign-country trade barriers discussed in the previous response) that would prevent or retard your firm from shifting UAN between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- IV-D-6. Please explain your UAN production strategy and discuss as a minimum the following:

a) Discuss the minimum level of capacity utilization at which your firm would continue operating in the short run (12 months or less) and the minimum level of capacity utilization in the long run (more than 12 months); also indicate the relative product mix between UAN and other products that you may also produce on the same equipment, at the reported level(s) of operation.

Short run _____

Long run _____

b) Specify the approximate percentage share of total production costs that is variable and the share that is fixed in your firm's production of UAN; also, identify the specific costs that you consider variable and consider fixed.

Variable costs _____

Fixed costs _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--SUPPLY FACTORS--Continued

Substitution in supply refers to products that can, based on market price considerations and producer technical requirements, reasonably be expected to substitute for each other in production (assuming full capacity utilization) when the selling price of one product changes vis-a-vis the price of the other product—some producers may require greater price changes than others before they switch production among the alternative products.

- IV-D-7. a) Please discuss below your firm's ability to switch U.S. production among the full range of UAN products based on changes in relative selling prices of the various products. Describe such ability to switch as "strong," "moderate," or "weak," assuming that no excess capacity existed for you to expand production of one UAN product without decreasing production of another such product. Also, identify any UAN products that you are unable to produce with your equipment.

- b) Please discuss below your firm's ability to switch U.S. production between UAN and any other products, based on changes in their relative selling prices, using the ammonia that produce or purchase to produce UAN. Describe such ability to switch as "strong," "moderate," or "weak," assuming that no excess capacity existed for you to expand production of the UAN products without decreasing production of other products (or vice versa). Please identify any such other products.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-D.--SUPPLY FACTORS--Continued

- IV-D-8. a) Please estimate below the cost and time required to construct a greenfield plant to produce UAN in the United States, including the facilities to produce urea and ammonium nitrate. Please indicate the size of the plant for which you report in terms of annual short tons of capacity (32 percent equivalent concentration) to produce UAN.

- b) Please estimate below the cost and time required to construct UAN production facilities at a plant that already produces urea and ammonium nitrate but does not have equipment to produce UAN. Please indicate the size of the UAN facilities for which you report in terms of annual short tons of capacity (32 percent equivalent concentration) to produce UAN.

- IV-D-9. Please estimate below the cost and time required to restart a closed U.S. UAN plant. Please indicate the size of the plant for which you report in terms of annual short tons of capacity (32 percent equivalent concentration) to produce UAN.

- IV-D-10. Please estimate below the cost and time required to increase UAN production capacity by adding to your current facilities in the United States. Please indicate the amount of any such additional capacity in terms of the added annual tons of capacity (32 percent equivalent concentration) to produce UAN.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-E.--DEMAND FACTORS

- IV-E-1. Is the U.S. UAN market subject to seasonal business cycles, product cycles, and/or conditions of competition distinctive to this product industry? If yes, please identify the dates and durations of such occurrences since January 1999 and, for seasonality, the months of the year of peak consumption.

- IV-E-2. Please identify the top three U.S. end-use markets for the UAN that you produce in the United States, and describe the UAN products that your firm produces for each of these markets.

- IV-E-3. Please provide as an attachment to this request, to the extent possible, any studies, surveys, or results of such studies/surveys that (1) identify substitutes for UAN or measure the degree of substitution between UAN and alternative (non-subject) products, and (2) identify substitution among various types of UAN products or measure the degree of substitution among the various UAN products.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-E.--DEMAND FACTORS--Continued

Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand between UAN and other types of products (questions IV-E-4 through IV-E-6).

- IV-E-4. What alternative products may substitute for UAN in its end uses in the United States, and how frequently does any such substitution occur? For each such substitute product also discuss the specific end use(s) where such substitution with UAN occur.

- IV-E-5. Have there been any changes in the number or types of alternative products that can be substituted for UAN in the United States since January 1999?

G No **G** Yes--Please explain.

- IV-E-6. Describe the approximate price sensitivity of the substitutions listed above as “strong,” “moderate,” or “weak.” If possible, also indicate the minimum percentage change in the current price of UAN, with substitute-product prices remaining constant, where U.S. purchasers would start to substitute the listed alternative products for UAN. To the extent possible, respond for types of UAN products and indicate the end uses.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-E.--DEMAND FACTORS--Continued

Discuss substitution in demand among various types of UAN products (questions IV-E-7 through IV-E-9).

- IV-E-7. a) Do you consider various UAN products to be the same product or substitutes for each other? What factors, if any, limit substitutability of these products? Please explain.

- b) More generally, what different UAN products substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur.

- IV-E-8. Since January 1999, have there been any changes in the different UAN products that can substitute for each other in the United States?

G No **G** Yes--Please explain.

- IV-E-9. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of one UAN product versus another, where U.S. purchasers would start to substitute one UAN product for another. Identify the specific types of UAN products and their end uses in your discussion.

Section IV-E.-DEMAND FACTORS--Continued

Section IV-E.-DEMAND FACTORS--Continued

IV-E-11. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between comparable types of UAN produced in the United States, imported from the subject countries, and imported from other countries a significant factor in your firm's sales of the U.S.-produced products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

[illegible]

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-F.--CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest U.S. customers for its domestically-produced UAN. Please also provide the name and telephone number of a contact person and the share of the total quantity of your firm's total U.S. shipments of its U.S.-produced UAN that each of these customers accounted for in 2001.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2001 shipmts. (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-G.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: To avoid losing sales to competitors selling UAN from the subject countries, did your firm:

Reduce prices	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Roll back announced price increases	<input type="checkbox"/> Yes	<input type="checkbox"/> No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers
 Specific product(s) involved
 Date of your initial price quotation
 Quantity involved
 Your initial *rejected* price quotation (total delivered value)
 Your *accepted* price quotation (total delivered value)
 The country of origin of the competing imported product
 The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>short tons</i>)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-H.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: Did your firm lose sales of UAN to imports of these products from the subject countries?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>short tons</i>)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)